



**Marketing  
Innovative Systems  
for Electronic  
Communications**

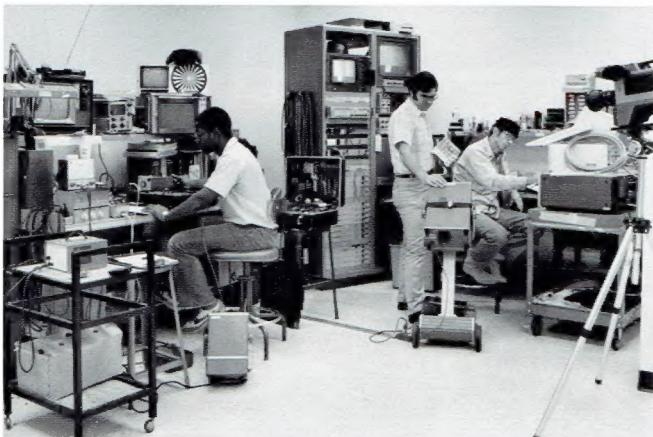


*...excellence in telecommunications systems*



# KAVCO FACILITIES

KAVCO operates six midwestern sales and service centers, one R&D laboratory and one office overseas. The combined space comprises nearly 100,000 square feet and the collective workforce includes more than one hundred and thirty people. KAVCO's Dayton headquarters facility, pictured above, provides over 50,000 square feet of modern, attractive space designed for efficiency and productivity. It is divided into specific types of work areas for the various departments. A few are pictured on these pages. Other departments not shown include sales offices, private conference rooms, demonstration and training suites, manufacturing areas, executive offices, and parts department. This complex serves as a central hub for KAVCO's regional, national and international operations.



KAVCO services virtually everything it sells or installs in a system. With our large, trained staff, we are able to respond quickly to customers problems. Our service facilities are equipped with the most sophisticated test equipment and tools available. Many manufacturers have designated KAVCO as their official warranty station and our technicians attend factory training schools and are certified on most of the major product lines.



Incoming supplies and outgoing orders are handled by our main warehousing center where we operate several loading docks. Each of the over 10,000 different inventoried items, no matter how big or small, has a shelf position known to the computer which tracks its disposition daily.

Pictured here is a portion of our main open office area showing a section of the Accounting Department. With the newly expanded multi-user computer system we are now able to process order entry, order status, receivables, payables, purchasing, inventory control and shipping functions more rapidly and accurately. Our customers and suppliers appreciate the expeditious way we are able to respond.



Engineering is what we do best. And, to the best of our knowledge, KAVCO employs more full time engineers to support our sales effort than any other company in the business. From pre-sale applications design, through R&D, to post-sale project management, KAVCO quality engineering gives us the edge.



Component integration is a precise business. KAVCO's Drafting Department accurately documents detailed schematics and wiring diagrams to illustrate complex system layouts and concepts effectively. KAVCO systems are delivered with a complete set of blue prints.



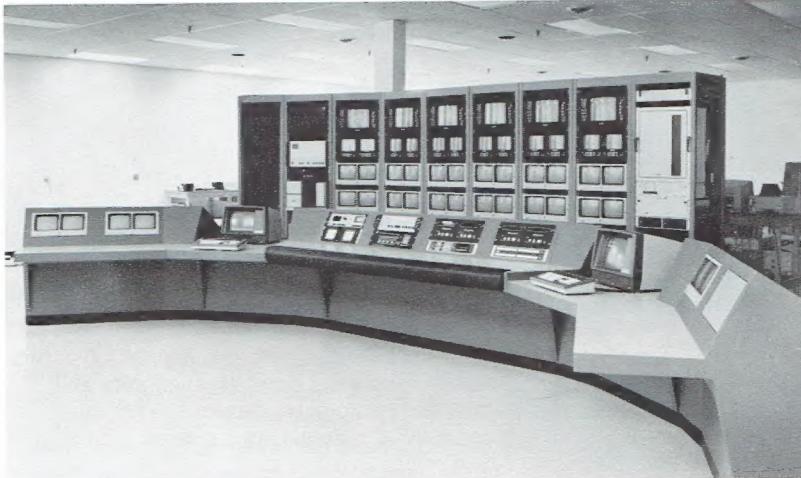
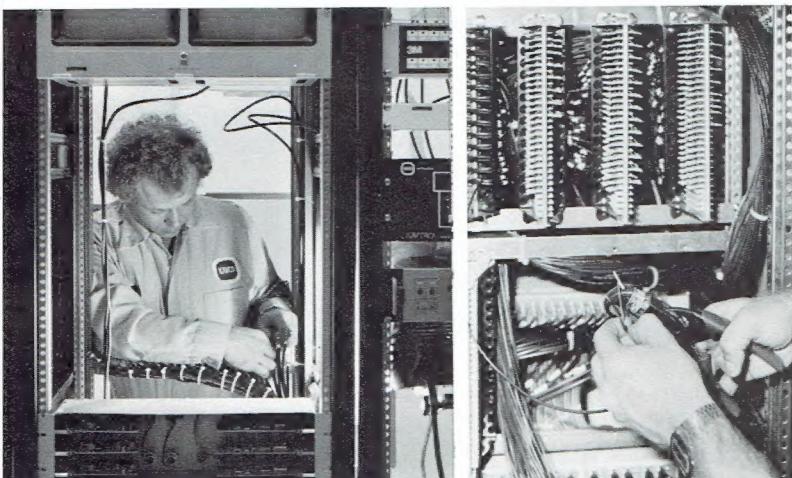
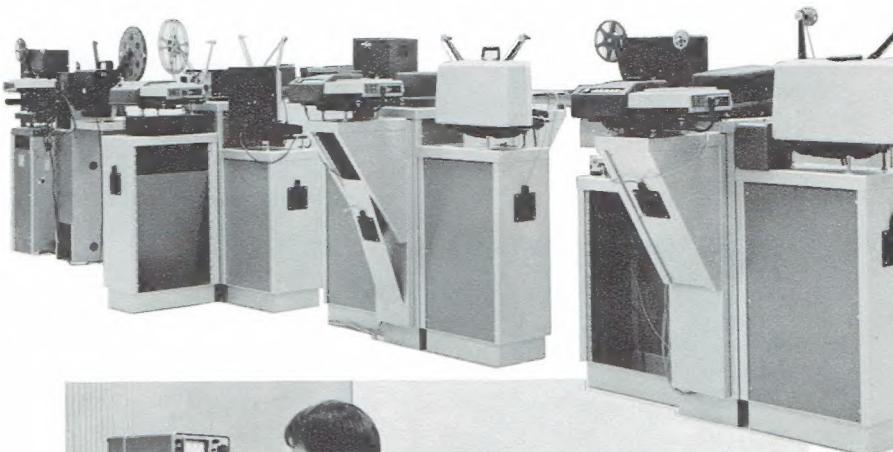
KAVCO has spacious fabrication and staging areas where clients' systems are assembled, wired, tested and de-bugged by a team of professionals before they are transported by padded moving vans to the job site.

# KAVCO Capabilities

KAVCO's extensive engineering, design and fabrication capabilities offer the customer a variety of services simply not available from most companies in this business. Some of these include the assessment of space requirements and relationship, architectural parameters, electrical, environmental and acoustical considerations, lighting, asthetics and code compliance.

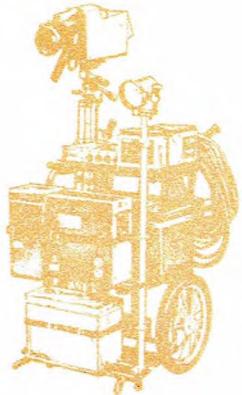
Whenever possible, systems are pre-assembled, wired and thoroughly tested prior to on-site installation. Highly experienced project management teams are assigned individual client contracts. They in turn coordinate and supervise their specialized installation crews to provide a turn-key capability throughout the U.S. and overseas. Many times these projects are of a multi-million dollar order of magnitude.

KAVCO takes pride in being able to respond to the most demanding specifications no matter how unique. For example, custom wooden cabinetry is a specialty; we have created hundreds of different consoles of every conceivable size, shape and finish. Frequently we're asked to make a "black box" for a special application. But whether it is the same day delivery of a small quantity of magnetic tape or a turn-key facility containing hundreds of vertical bays of broadcast equipment interconnected by tens of thousands of cables, we've done it—correctly and on time. KAVCO has an enviable track record. We like nothing more than to show prospects what we have done for others. After all, these are truly our only credentials.



**KAVCO**

# Video Communications

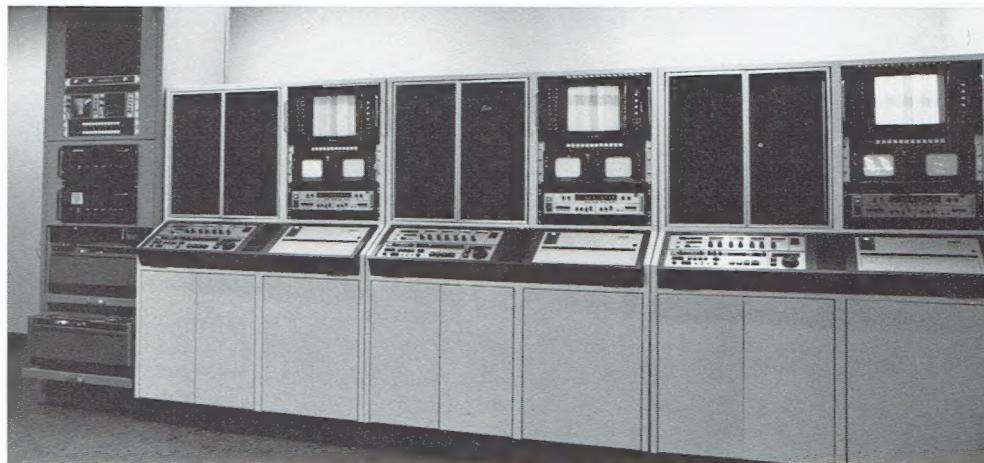
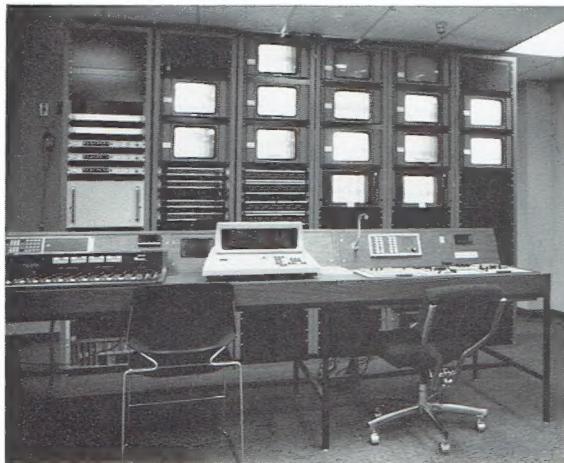


*From a one-man band  
to a full fledged TV studio:*



The mainstay of our video business is the sale of high performance TV cameras, VCR's, monitors, switchers, mixers, sync distribution and signal processing equipment, editing controllers, test gear, graphics systems, microphones, lighting and the many peripherals used in television production. We represent hundreds of the leading manufacturers. Because most of our engineers and salesmen have extensive backgrounds in either the broadcast or teleproduction environment, these seasoned KAVCO representatives

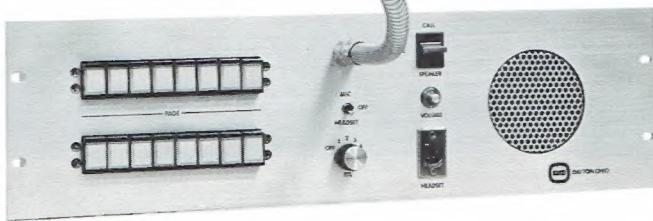
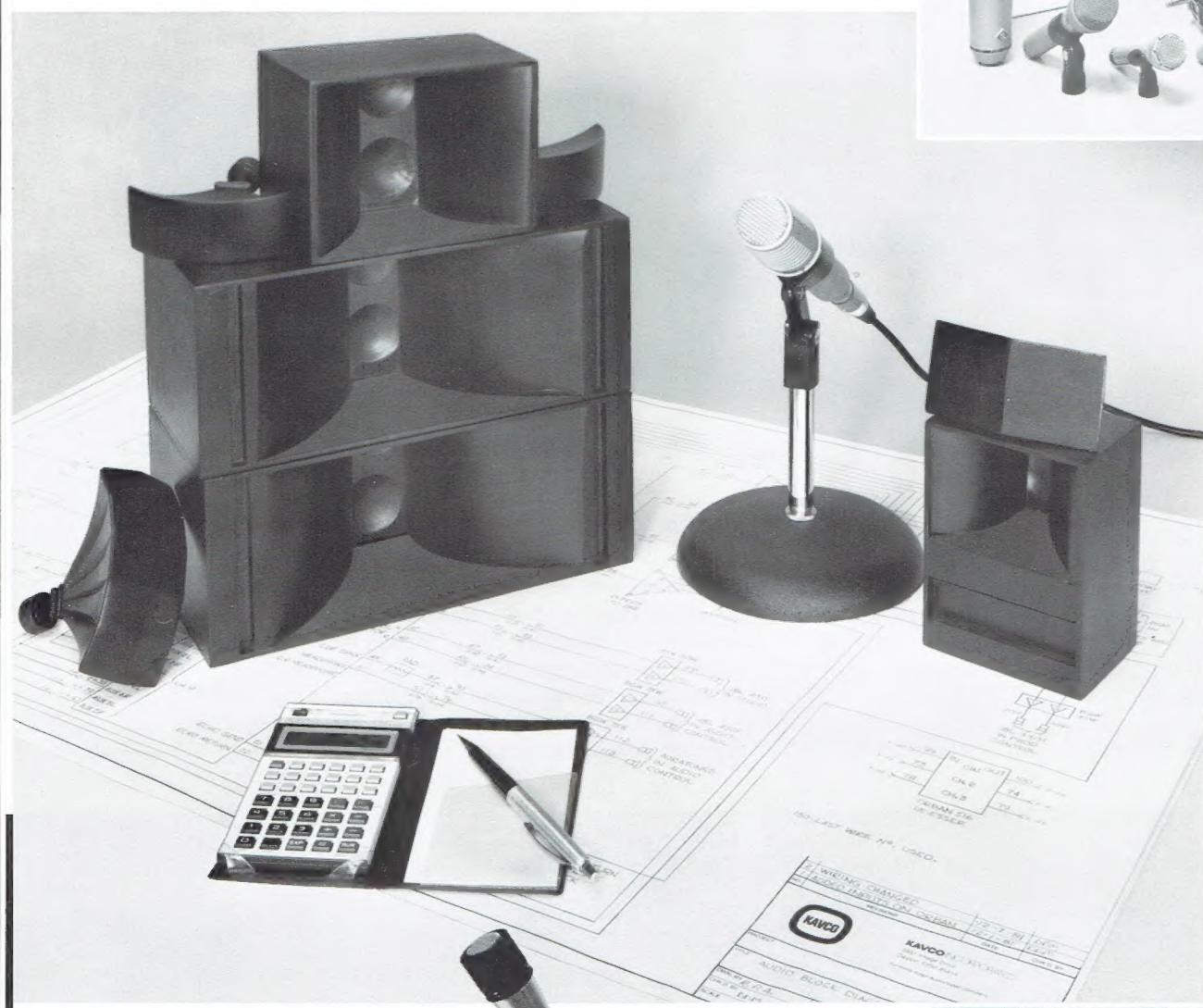
are well versed in the areas of studio configurations, control room layouts and post production techniques. KAVCO has built countless production facilities for industrial training, corporate communications, medical institutions, university media centers and teleproduction houses as well as broadcasting and cablecasting facilities. Just as important is our ability to produce cost-effective, highly portable packages for the user who must operate remotely.





# Audio Communications

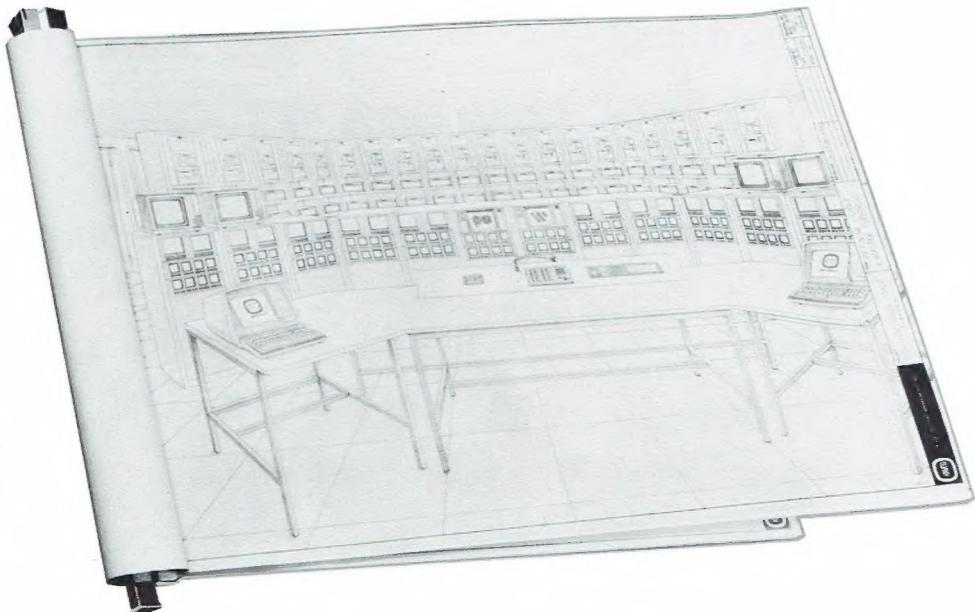
KAVCO began as Klopf Audio/Video Company. For the first 15 years we specialized in the sale of audio products and engineered audio systems: sound reinforcement for church, auditorium and theater, paging for schools and public areas, intercom for business and industrial plants, recording and mixing facilities for radio and production, nurse call systems for hospitals, sound contracting for new construction and a wide variety of other applications. We have never forgotten how to do first class audio work. Today we continue to represent the makers of what we consider to be the finest componentry available. KAVCO's specialists market and engineer audio products and systems second to none.





## Concept to Turn-Key Operation

If there is one thing the KAVCO team likes to do best it would be to take an idea or concept, and develop it clear through to the turning of a key. While the rewards of successful completion of a complex system are great, the responsibilities of a turn-key hi-tech electronic communication contractor are awesome. It requires considerable resources in terms of people, experience, technology, management, finance, and the ability to interpret the client's objectives accurately and translate them into a carefully delineated plan. We actually "build" the system on paper prior to construction so the user can visualize how the system will appear and operate. But even earlier, many things usually occur, such as field surveys, shirt-sleeve consultations, hardware evaluation, cost accounting and so forth. Our responsibilities don't end after turn-on and acceptance testing either. In addition to service, many times we're given the task of thoroughly training the system operators. For this we also employ specialists in training and utilization. To KAVCO, the term turn-key is not to be taken lightly. We see it as an opportunity . . . to show our true colors!



From  
initial  
planning . . .

to  
turning over  
the key . . .

# Turn-Key Installations

**AVCO**



**Warner Amex  
Cable Communications Inc.**

Brookwood Corporate Plaza II,  
45 Knightsbridge Road, Piscataway, New Jersey

October 1st 1982

Mr. Phil Rinn  
Field Installation Department  
KAVCO Incorporated  
3931 Image Drive, Dayton, Ohio 45414

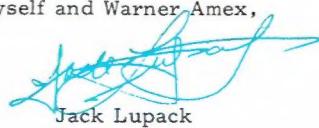
Dear Phil:

I would like to extend my appreciation to you for the excellent implementation job that you helped me supervise in the building of Dallas Master control.

Your professional cooperation, excellent coordination and conscientious efforts made the project efficient, cost effective and on schedule.

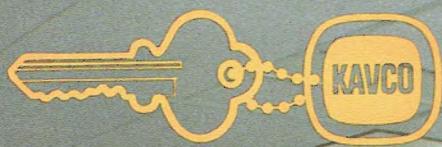
KAVCO implementation team efforts were well coordinated and expert in all phases of the design and build.

Once again on behalf of myself and Warner Amex,  
thank you.



Jack Lupack  
Project Engineering





This view of master control

at the recently completed Warner Amex

Pittsburgh Cable headend shows only a small portion of the system  
totally integrated by KAVCO. It is, however, typical of what  
one of these rooms accommodates . . . a multitude of terminal  
equipment. We have completed similar projects in four cities for  
Warner Amex and have begun construction on others. The customer's  
assessment of our performance is offered in a letter received

from their Project Engineering Dept. (See inset at left.)

The computer terminal shown above is part of the  
automation package also supplied by KAVCO.



With the staggering increase in crime of all types, electronic security has become a highly specialized and sophisticated industry. KAVCO designs and installs problem solving, cost-effective systems for a wide variety of applications.



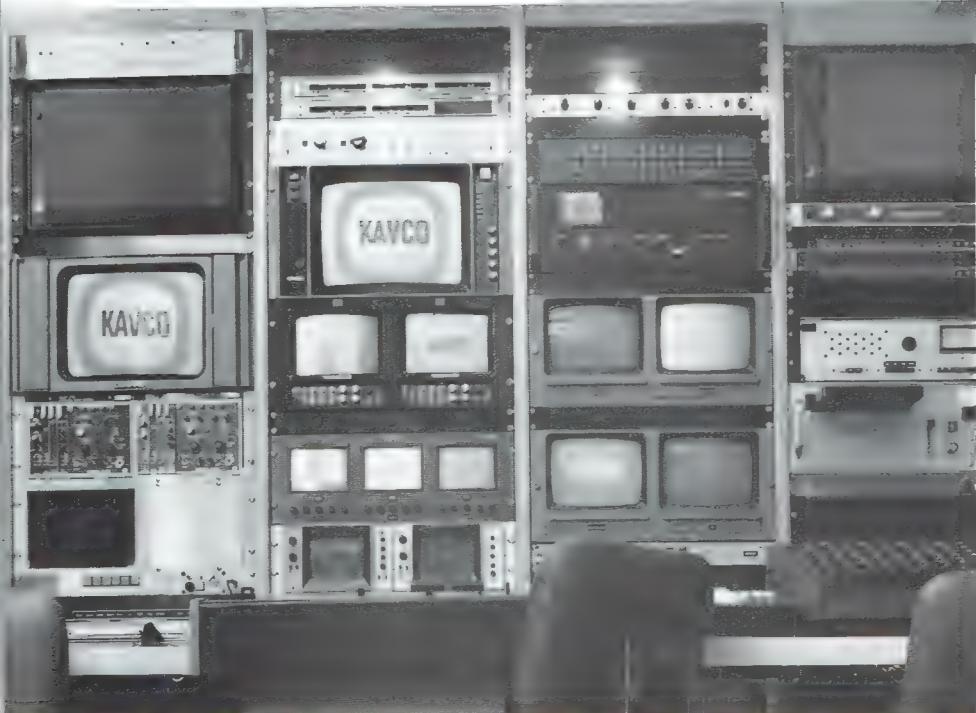
Because KAVCO represents most of the major suppliers of security devices, we can offer totally integrated systems. High resolution or very low light level cameras with their associated optical and environmental accessories, concealed cable or microwave transmission, programmable card-key access control, perimeter protection, computerized monitoring and reporting, sequential switching and time-lapse videotape recording, infrared and ultrasonic intrusion detection and custom remote control consoles are only a sampling of the technology we apply every day. Experienced KAVCO security specialists are available to discuss your needs with complete confidentiality.





## KAVCO Vans

Producers of news and sportscasting, entertainment and local origination programs recognize the ever increasing demand for on-the-spot coverage of events. These difficult assignments are nearly impossible without a properly engineered and equipped production van.



KAVCO can supply the required vehicle, perform all modifications including roof-platforms, generators, microwave masts, structural additions, special suspension and stabilization, electrical and signal distribution. We supply and install all the production equipment as well. KAVCO has produced a large variety of professionally constructed television mobile units. Our turn-key systems are designed for road-worthiness and human-engineered for operational efficiency. Skilled craftsmen assure superior workmanship of the interior furnishings. Let KAVCO produce a complete high caliber mobile ENG or production facility to meet your specific requirements.



## Programmable Microcontroller



Involvement and a dedication to problem solving were the early beginnings of the KAVTROL™ Automation System.

Not satisfied with the available control and sequence technology forced upon the industry users. KAVCO's special products group has developed and taken to the market place a remarkable control architecture.

The KAVTROL Automation System is considered to be the premier random access, multi-tasking, multi-user automation system for the cable and broadcast industry.

KAVTROL systems can be found controlling many major metro cable systems in the United States, as well as providing multi-channel commercial-insertion systems, movie and program playback systems and master routing switcher management control in small cable and broadcast operations.

Delivering the most advanced software, firmware and proven interface and hardware system peripherals, KAVCO is recognized as the leading supplier of high technology automated control systems today.



## Interactive Video Learning Systems

A good example of KAVCO innovation is KAVTEC™...an advanced interactive video learning system. Interactive video, the marriage of video tape or disc and the microprocessor, treats each student individually according to his own learning pace. Studies are proving that this new teaching tool produces outstanding results. It greatly increases retention because the programmed instruction is two way. It explains, demonstrates, tests comprehension, reviews, reinforces, tests again and keeps score! Most existing linear courseware may be adapted to this amazing system. Of the various units being introduced, KAVTEC is by far the most advanced. It is sensitive to the diverse needs of the instructor yet compact, economical and user-friendly.

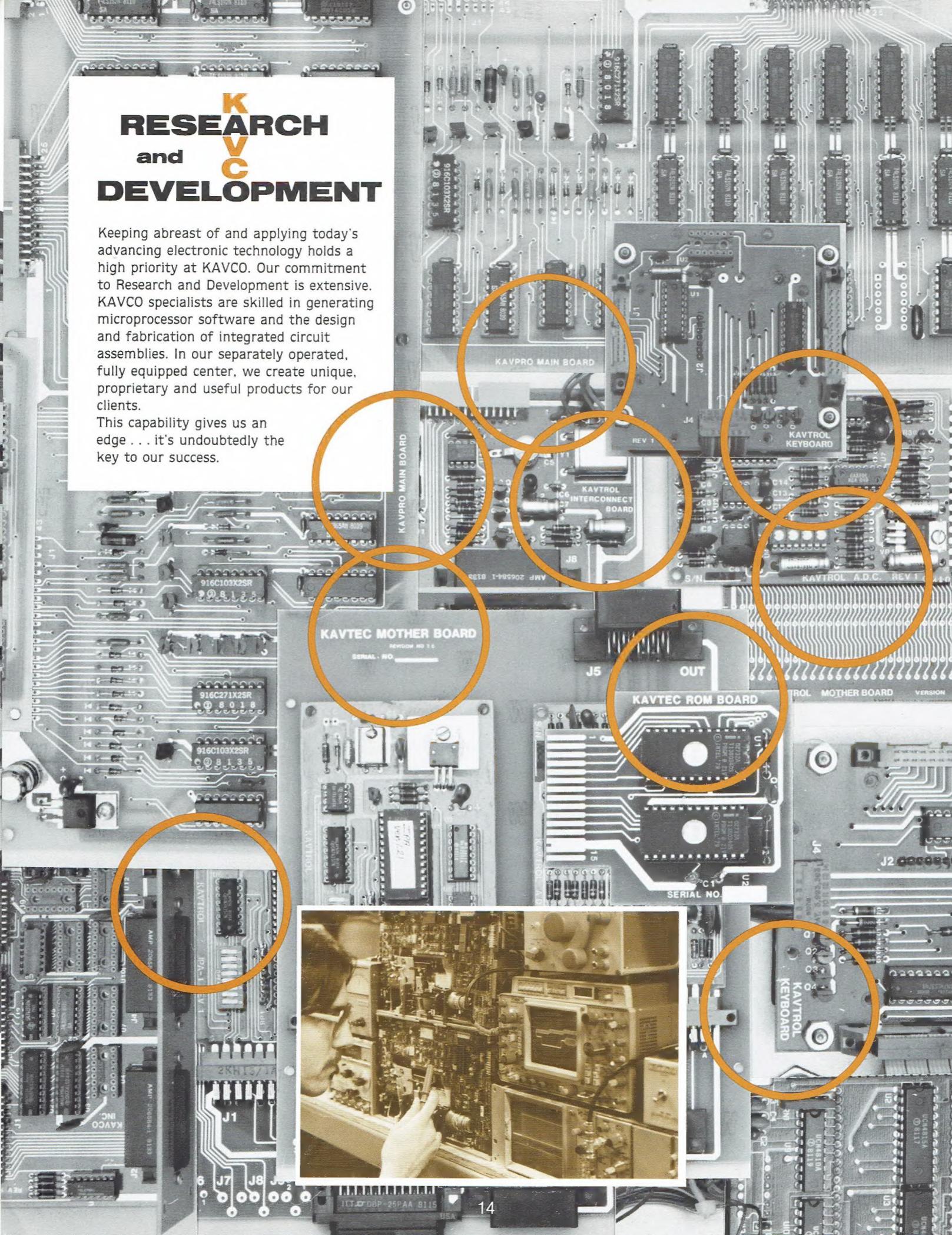


Not just a simple, multiple choice, numerical responder, KAVTEC, with its powerful, built-in operating software, allows for a variety of responses including numbers, letters, symbols, words and even complete phrases! The system instantly evaluates answers according to the degree of correctness programmed by the author. And it automatically accesses other program segments for remediation. Several different size, color and style fonts may be employed to enhance the readability of the text and questions which are integrated into the video program. Optional foreign languages may be ordered as they become available. If your job is training...get the whole story on KAVTEC. Ask your KAVCO representative for a demonstration.

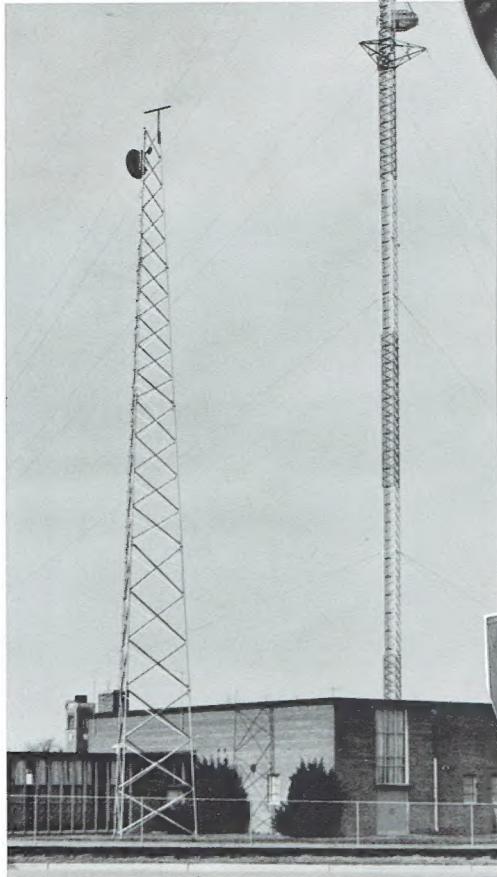
# K RESEARCH and C DEVELOPMENT

Keeping abreast of and applying today's advancing electronic technology holds a high priority at KAVCO. Our commitment to Research and Development is extensive. KAVCO specialists are skilled in generating microprocessor software and the design and fabrication of integrated circuit assemblies. In our separately operated, fully equipped center, we create unique, proprietary and useful products for our clients.

This capability gives us an edge . . . it's undoubtedly the key to our success.



## Other areas of expertise



► KAVCO is also experienced in supplying Microwave Transmission systems for Broadcasters, CATV systems, medical, religious, utility and corporate networks, including path surveys, tower erection, antennas and all associated terminal and control equipment.



► Multi-media display and training systems with integrated audio, video and audio-visual components, and our own custom-designed controllers form a highly versatile communications and multi-media projection capability. KAVCO can select from over 500 leading manufacturers to build systems to meet virtually any requirement.

## Services

Turn-Key Installations  
System, Equipment and Parts Sales  
Rentals and Leasing  
Warranty and Contractual Service  
Remedial and Preventative Maintenance  
Customer Training and  
Operator Instruction  
Research and Development  
Custom Fabrication and Modification  
Component Alignment / Acceptance  
Testing  
Applications Engineering  
Field Surveys  
Consulting and Design  
Drafting and Spec-Writing  
Technical Planning  
Bid Preparation  
Budgeting and Cost Accounting

## Types of Systems

Broadcast / CATV Automation and  
Insertion Systems  
Broadcast Studios / Control Rooms  
Video Production Vans  
ENG / EFP Systems  
Post Production Systems  
Low Power TV Systems  
Broadcast Radio Systems  
Professional Audio Recording Systems  
Interactive Video Learning Systems  
Corporate Communications Networks  
PAL / SECAM TV Equipment  
Teleconferencing  
Board Rooms  
Industrial A / V Facilities  
Medical A / V Facilities  
Large Screen Video and  
Data Projection  
Multi-Media Systems

Microprocessor Controls and  
Programming  
Central Security Systems  
CCTV Surveillance Systems  
Dial Access Control Systems  
Sound Reinforcement Systems  
(Auditorium, Theater, Stadium, Church)  
Paging / Master Clock Systems  
Duplex Intercom Systems  
MATV / RF Distribution Systems  
Nurse Call / Doctor Register Systems  
Patient Education Systems  
Multi-Format Duplication Systems  
Telex Systems  
Video Inspection Systems  
Satellite Earth Stations  
Microwave Links  
Computer / Video Data Systems  
Lighting Systems

**K  
SALES and  
SERVICE  
CENTERS**

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North Royalton, Ohio 44133  
216-237-1950

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8720 Robbins Road  
Indianapolis, Indiana 46268  
317-875-5313

KAVCO INCORPORATED  
825 Royal Avenue  
P.O. Box 5668  
Evansville, Indiana 47715  
812-476-6327

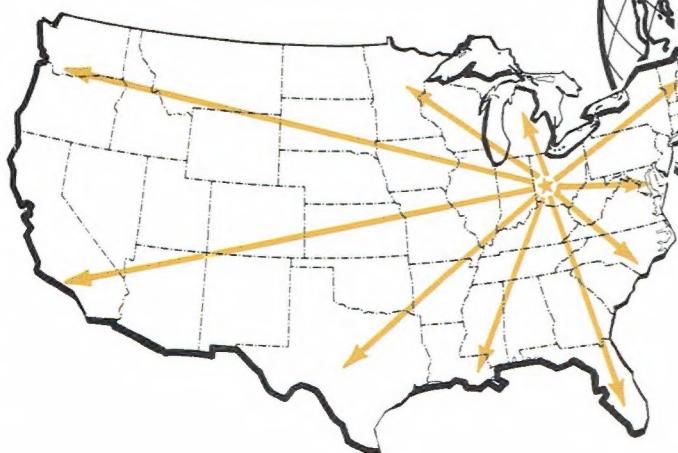
KAVCO INCORPORATED  
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Columbus, Ohio 43228  
614-274-0180

KAVCO INCORPORATED  
1225 Ohio Avenue  
Dunbar, West Virginia 25064  
304-768-7354

KAVCO INCORPORATED  
Al-Sanie Commercial Center  
Al-Batha Street  
P.O. Box 1835  
Riyadh, Saudi Arabia  
402-9504



**K  
NATIONAL  
and  
WORLDWIDE**



KAVCO has now expanded from regional and national coverage to overseas marketing. Our first office to support this effort is located in the Middle East and staffed by KAVCO engineering personnel who operate in conjunction with our Dayton-based Export Sales Group.

They provide the specialized technical services and products required by various foreign contacts and governments in these rapidly developing world markets.



**KAVCO** INCORPORATED

3931 Image Drive • Dayton, Ohio 45414 • 513-898-2003

*Formerly Klopf Audio/Video Company*

Telex 28-8241 KAVCO DTN